REMARKS

The Office Action dated February 23, 2010, and made final, has been carefully reviewed and the foregoing amendment and following remarks have been made in consequence thereof.

Claims 1-37 are now pending in this application. Claims 1-37 stand rejected.

Applicants wish to thank Examiner Rapillo and Examiner Sereboff for the courtesies extended during a telephonic interview conducted on June 1, 2010. During the interview, differences between the cited references and the instant application were discussed. More specifically, Applicants submitted a proposed amendment similar to the claim amendments made herein. Applicants argued that the cited references do not describe or suggest generating a "profitability analysis" for each reinsurance policy quoted, generating quotes of reinsurance policies, and electronically communicating each of the reinsurance policies quoted to the customer user including each corresponding profitability analysis. The Examiners agreed that the cited references do not show the claims as recited herein. However, the Examiners indicated that a further search would be necessary. If no additional art is located, this application should be in condition for allowance. Applicants therefore respectfully submit that the above Amendment overcomes the cited references, and, accordingly, places the instant application in condition for allowance.

The rejection of Claims 1-37 under 35 U.S.C. § 112, second paragraph is respectfully traversed. Claims 1, 16, and 24 are amended herein to address the issues raised in the Office Action. For at least the reasons set forth above, Applicants respectfully request that the rejection of Claims 1-37 under Section 112, second paragraph be withdrawn.

The rejection of Claims 1-37 under 35 U.S.C. § 103(a) as being unpatentable over U.S. Patent Application Pub. No. 2002/0082875 (Best-Devereux) in view of U.S. Patent Application Pub. No. 2003/0083908 (Steinmann) and U.S. Patent 5,970,464 (Apte) is respectfully traversed.

Applicants respectfully submit that no combination of the cited references describes or suggests the claimed invention. At least one of the differences between the cited references and the present invention is that no combination of Best-Devereux, Steinmann, and Apte describes or

suggests generating a profitability analysis for a reinsurance policy quoted to a first customer user, wherein the profitability analysis indicates whether the quoted reinsurance policy improves profitability of a first insurance company associated with the first customer user by transferring risks defined by the first customer user and associated with the at least one specific insurance policy to the reinsurance company for an amount associated with the quote. Rather, no combination of Best-Devereux and Steinmann describes or suggests a profitability analysis. Apte does not overcome the deficiencies of Best-Devereux and Steinmann. Rather, in contrast to the invention, Apte merely describes estimating profitability by applying data mining techniques to historical policies and claims.

Moreover, no combination of the cited references describes or suggests generating a profitability analysis using data received from a first customer user and relating to at least one specific insurance policy. That is, at least a portion of the data used to provide a quote of reinsurance is used to generate the profitability analysis for the first customer user. Furthermore, no combination of the cited references describes or suggests electronically communicating a reinsurance policy quoted to the first customer user including a corresponding profitability analysis. As described above, no combination of Best-Devereux and Steinmann describes or suggests a profitability analysis, and Apte merely describes estimating profitability by applying data mining techniques to historical policies and claims.

Best-Devereux describes a system and method for facilitating negotiations for reinsurance. A cedent (55) negotiates for reinsurance with a first assumer (62), a second assumer (64), and a third assumer (66) independently such that each assumer (62), (64), and (66) is unaware of the other negotiations. Cedent (55) makes a submission of a risk for reinsurance (61) to each assumer (62), (64), and (66). The submission of a risk for reinsurance includes policy information relating to an initial insurance of the risk provided by cedent (55). From the submission, each assumer (62), (64), and (66) determines whether it is interested in entering negotiations for the reinsurance of the risk submitted by cedent (55). Notably, Best-Devereux does not describe or suggest generating a profitability analysis for a reinsurance policy quoted to a first customer user.

Steinmann describes a system and method for managing reinsurance. An insurer generates a proposal for reinsurance and sends the proposal to one or more reinsurers. The

reinsurers review the proposal and provide quotes based on the proposal. The insurer compares the quotes received from the different reinsurers and negotiates with the reinsurers for a favorable reinsurance program. Then, the insurer decides upon a final reinsurance program. Notably, Steinmann does not describe or suggest generating a profitability analysis for a reinsurance policy quoted to a first customer user.

Apte describes a computer implemented method of underwriting profitability analysis that delivers the analytic process to a wide cross section of insurance decision makers. The underwriting profitability analysis system leverages an existing investment in databases and improves underwriting business processes. Data mining techniques are applied to historical policies and claims to extract rules that describe policy holders with homogeneous claim frequency and severity characteristics. These rule sets are used to classify policy holders into distinct risk groups, each with its own set of characteristics, including pure premium. Breaking up a book of business into segments allows identification of sub-populations of policy holders that distinctly deviate from the expected normal pure premium. This identification allows the insurance business analysts to interactively adjust eligibility criteria and examine altered characteristics of the covered segments until satisfactory. The system is implemented on a client server using network centric language technology. Notably, Apte does not describe or suggest generating a profitability analysis for a reinsurance policy quoted to a first customer user, wherein the profitability analysis indicates whether the quoted reinsurance policy improves profitability of a first insurance company associated with the first customer user by transferring risks defined by the first customer user and associated with the at least one specific insurance policy to the reinsurance company for an amount associated with the quote.

Claim 1 recites a method for quoting reinsurance for a reinsurance company including "authorizing electronic requests from one or more customer users, the one or more customer users including users associated with insurance companies seeking a plurality of quotes from the reinsurance company for reinsuring insurance policies underwritten by the insurance companies . . . receiving data at an application server from a first customer user of the one or more customer users for the plurality of quotes of reinsurance, wherein the data provided includes data relating to at least one specific insurance policy issued by a first insurance company . . . automatically retrieving, for processing at a profitability engine, at least a portion of the data received from the

first customer user and relating to the at least one specific insurance policy . . . generating a profitability analysis for each of the reinsurance policies quoted using the retrieved data and at least one of a mortality rate, a tax and interest rate, and a premium rate associated with the at least one specific insurance policy, wherein the profitability analysis indicates for each of the reinsurance policies quoted whether the quoted reinsurance policy improves profitability of the first insurance company by transferring risks defined by the first customer user and associated with the at least one specific insurance policy to the reinsurance company for an amount associated with the quote . . . processing the data according to rules within a database networked with the application server to generate the plurality of quotes of reinsurance for the at least one specific insurance policy . . . electronically communicating each of the reinsurance policies quoted to the first customer user including each corresponding profitability analysis . . . and enabling the first customer user to select one of the reinsurance policies quoted for improving profitability of the first insurance company including electronically transmitting a reinsurance contract to the first customer user, the reinsurance contract corresponding to the selected quote."

Applicants respectfully submit that no combination of Best-Devereux, Steinmann, and Apte describes or suggests a method for quoting reinsurance for a reinsurance company as is recited in Claim 1. Specifically, no combination of Best-Devereux, Steinmann, and Apte describes or suggests generating a profitability analysis for a reinsurance policy quoted to a first customer user, wherein the profitability analysis indicates whether the quoted reinsurance policy improves profitability of a first insurance company associated with the first customer user by transferring risks defined by the first customer user and associated with the at least one specific insurance policy to the reinsurance company for an amount associated with the quote. Rather, as acknowledged by the Examiner at page 4 of the Office Action, Best-Devereux does not describe or suggest a profitability analysis. No combination of Steinmann and Apte overcomes the deficiencies of Best-Devereux. Rather, Steinmann also does not describe a profitability analysis, and Apte merely describes estimating profitability by applying data mining techniques to historical policies and claims.

Moreover, no combination of Best-Devereux, Steinmann, and Apte describes or suggests generating a profitability analysis using data received from a first customer user and relating to at least one specific insurance policy. Furthermore, no combination of the cited references

describes or suggests electronically communicating a reinsurance policy quoted to the first customer user including a corresponding profitability analysis. As described above, no combination of Best-Devereux and Steinmann describes or suggests a profitability analysis, and Apte merely describes estimating profitability by applying data mining techniques to historical policies and claims.

Accordingly, for at least the reasons set forth above, Claim 1 is submitted as patentable over Best-Devereux in view of Steinmann and Apte.

Claims 2-15 depend from independent Claim 1. When the recitations of Claims 2-15 are considered in combination with the recitations of Claim 1, Applicants respectfully submit that dependent Claims 2-15 likewise are patentable over Best-Devereux in view of Steinmann and Apte.

Claim 16 recites a system for quoting reinsurance for a reinsurance company including a web server, an application server, a profitability engine, and a database, wherein the system is configured to "receive electronic requests for a plurality of reinsurance quotations from customer users, the customer users including users associated with insurance companies seeking a plurality of quotes from the reinsurance company for reinsuring insurance policies underwritten by the insurance companies . . . receive data from a first customer user of the customer users for the plurality of quotes of reinsurance, wherein the data provided includes data relating to at least one specific insurance policy issued by a first insurance company . . . retrieve data, for processing at the profitability engine, at least a portion of the data received from the first customer user and relating to the at least one specific insurance policy . . . generate a profitability analysis at the profitability engine for each of the reinsurance policies quoted using the retrieved data received and at least one of a mortality rate, a tax and interest rate, and a premium rate associated with the at least one specific insurance policy, wherein the profitability analysis indicates for each of the reinsurance policies quoted whether the quoted reinsurance policy improves profitability of the first insurance company by transferring risks defined by the first customer user and associated with the at least one specific insurance policy to the reinsurance company for an amount associated with the quote . . . process the received data according to rules within the database to generate the plurality of quotes of reinsurance for the at least one specific insurance policy . . . electronically communicate each of the reinsurance policies quoted to the first customer user

including each corresponding profitability analysis . . . and prompt the first customer user to select one of the reinsurance policies quoted for improving profitability of the first insurance company including electronically transmitting a reinsurance contract to the first customer user, the reinsurance contract corresponding to the selected quote."

Applicants respectfully submit that no combination of Best-Devereux, Steinmann, and Apte describes or suggests a system for quoting reinsurance for a reinsurance company as is recited in Claim 16. Claim 16 recites a system configured to perform steps essentially similar to those recited in Claim 1. Thus, it is submitted that Claim 16 is patentable over Best-Devereux, Steinmann, and Apte for the reasons that correspond to those given with respect to Claim 1.

Accordingly, for at least the reasons set forth above, Claim 16 is submitted as patentable over Best-Devereux in view of Steinmann and Apte.

Claims 17-23 depend from independent Claim 16. When the recitations of Claims 17-23 are considered in combination with the recitations of Claim 16, Applicants respectfully submit that dependent Claims 17-23 likewise are patentable over Best-Devereux in view of Steinmann and Apte.

Claim 24 recites a software product comprising instructions for quoting reinsurance for a reinsurance company including the steps of "authorizing electronic requests from one or more customer users, the one or more customer users including users associated with insurance companies seeking a plurality of quotes from the reinsurance company for reinsuring insurance policies underwritten by the insurance companies . . . receiving data at an application server from a first customer user of the one or more customer users for the plurality of quotes of reinsurance, wherein the data provided includes data relating to at least one specific insurance policy issued by a first insurance company . . . retrieving data, for processing at a profitability engine, at least a portion of the data received from the first customer user and relating to the at least one specific insurance policy . . . generating a profitability analysis for each of the reinsurance policies quoted using the retrieved data and at least one of a mortality rate, a tax and interest rate, and a premium rate associated with the at least one specific insurance policy, wherein the profitability analysis indicates for each of the reinsurance policies quoted whether the quoted reinsurance policy improves profitability of the first insurance company by transferring risks defined by the first

customer user and associated with the at least one specific insurance policy to the reinsurance company for an amount associated with the quote . . . processing the data according to rules within a database to generate the plurality of quotes of reinsurance for the at least one specific insurance policy . . . electronically communicating each of the reinsurance policies quoted to the first customer user including each corresponding profitability analysis . . . and prompting the first customer user to select one of the reinsurance policies quoted for improving profitability of the first insurance company including electronically transmitting a reinsurance contract to the first customer user, the reinsurance contract corresponding to the selected quote."

Applicants respectfully submit that no combination of Best-Devereux, Steinmann, and Apte describes or suggests a software product comprising instructions for quoting reinsurance for a reinsurance company as is recited in Claim 24. Claim 24 recites a software product including instructions to perform steps essentially similar to those recited in Claim 1. Thus, it is submitted that Claim 24 is patentable over Best-Devereux, Steinmann, and Apte for the reasons that correspond to those given with respect to Claim 1.
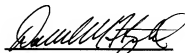
Accordingly, for at least the reasons set forth above, Claim 24 is submitted as patentable over Best-Devereux in view of Steinmann and Apte.

Claims 25-37 depend from independent Claim 24. When the recitations of Claims 25-37 are considered in combination with the recitations of Claim 24, Applicants respectfully submit that dependent Claims 25-37 likewise are patentable over Best-Devereux in view of Steinmann and Apte.

For at least the reasons set forth above, Applicants respectfully request that the rejection of Claims 1-37 under Section 103 be withdrawn.

In view of the foregoing amendment and remarks, all the claims now active in this application are believed to be in condition for allowance. Reconsideration and favorable action is respectfully solicited.

Respectfully submitted,

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